



RELIANCE
PARTNERS

RISK MANAGEMENT
AND SAFETY
CONSULTING



877.668.1704
605 Chestnut St Suite 800
Chattanooga, TN 37450
www.ReliancePartners.com

THERE'S RISK MANAGEMENT, **THEN THERE'S RELIANCE PARTNERS**

Take control of reducing your cost of risk with our full suite of risk management solutions geared to meet your needs.



Risks are inherent in every industry. Within the transportation sector, risk travels with each truck and every driver over thousands of miles. Simply complying with DOT regulations doesn't ensure that accidents will be prevented. The level of exposure and uncertainty you face every day requires clear understanding and strategic planning. You need sound advice for the road ahead.

FULL SPECTRUM RISK MANAGEMENT SUPPORT

- Dedicated transportation & logistics expertise
- Proactive risk management & consultation services
- CSA score analysis & cost reduction strategies
- Loss forecasting & claims management

BEST-IN-CLASS CUSTOMER SERVICE

- Access to the largest selection of the nation's premier insurance markets & programs for the transportation and logistics industry
- Preferred status with our network of underwriters and partners
- Customized insurance coverage designed for your business needs
- Flexible payment plans and competitive insurance financing options





CONSULTING SERVICES

We understand that setbacks due to compliance violations can impact your bottom line. Let our elite consulting team help you grow your business and develop a culture of safety for your operations. Our consultation services are fully customizable to fit your business needs.

» **Mock DOT Audit**

Is your company prepared for a detailed on-site compliance review? Failure to comply with DOT regulations can damage your company's reputation. Our risk services team will visit your principal place of business in order to identify gaps in regulation compliance and offer strategic guidance on implementing remediations.

» **CSA Score Review & Monitoring**

Carriers with better safety scores are often preferred by customers and subject to fewer DOT audits or roadside inspections. Improved scores could also mean lower insurance premiums, which can save you thousands every year. Our team will perform an in-depth analysis of the trends affecting your score and provide guidance for improving your rating.

» **Driver Meetings**

An important part of introducing a new safety program is the ability to share the vision and concept with your safety managers and drivers alike, providing opportunities to introduce new ideas and invite critical feedback. Through in person workshops and on-line webinars, our team will aid in developing a Safety First Culture.

» **Monthly Retainer**

Motor carriers deal with jargon-filled regulations and increased amounts of risk due to the nature of the industry almost daily. Gain unlimited access to our in house DOT Experts and get answers to any questions regarding Federal Motor Carrier Safety Regulations (FMCSRs) or Hazardous Material Safety Regulations (HMRs).

» **Orientation Evaluation**

One of the most best ways to improve driver retention is to have a top notch onboarding and orientation program. This is the first impression a driver has of your company, so quality counts. Does the program cover necessary policies and procedures? Does it tell the whole story of who you are? Our team can do an evaluation of the entire process from either a management or driver point of view. After the orientation, written recommendations are offered. Ongoing assistance is also available.

CONSULTATION DISCLAIMER: Monthly retainer service includes answers to questions and inquiries in the form of telephone and/or email guidance. It does not include 1/2 or full day activities (ie: webinars, internal training sessions, reviews, etc). In general terms, project work includes on-site requests that will take at least 1/2 day of work to complete and is in addition to other agreed upon services.

RISK MANAGEMENT AND SAFETY EXPERTISE

RISK ASSESSMENT

(Technologies and FMCSA - CSA)

Examining effective measurement methodologies to identify and assess hazards.

- Risk Analysis Technologies
 - IVMS (In-vehicle monitoring system)
 - System Selection & implementation
 - Data management
- FMCSA Safety Management System (SMS)
 - Identifying Hazards | Risk Ranking
 - Controlling your CSA Scores

CORPORATE SAFETY STRATEGY AND CULTURE

Management commitment, leadership & accountability.

- FMCSA Safety Management Cycle
- Effective Policies and Procedures
- Understanding Roles and Responsibilities
- Hiring Qualified Employees & Training
- Monitoring & Tracking of Safety & Compliance
- Taking Meaningful Action

DOT REGULATORY COMPLIANCE

- Interstate vs. Intrastate
- Part 382/40 Controlled Substances & Alcohol Use and Testing
- Part 383 Commercial Driver's License Standards
- Part 380 Special Training Requirements
- Part 387 Minimum Levels of Financial Responsibility for Motor Carriers
- Part 390 General
- Part 391 Qualifications of Drivers & Longer Combination Vehicle (LCV) Driver Instructors
- Part 392 Driving of Motor Vehicles
- Part 393 Parts and Accessories Necessary for Safe Operation
- Part 395 Hours of Service
- Part 396 Inspection, Repair, and Maintenance Hazardous Materials

ROADSIDE INSPECTIONS

- Common roadside violations | Unsafe driving
- Pre-trip inspections | Vehicle Maintenance

USDOT - FMCSA COMPLIANCE INTERVENTION

- Safety audits | Warning letters
- Intervention
- (Full comprehensive, on-site focused, on-site)
- Compliance intervention triggers
- Acute and critical regulations
- Preparations & Expectations

NEW RULES & REGULATIONS

- Electronic Logging Devices
- Drug and Alcohol Clearinghouse
- Driver / Carrier Coercions
- Crash Determination
- Driver qualification (sleep apnea, diabetes, etc)
- Changes to CSA | DataQ | HOS

MANAGING HOURS OF SERVICE

- Proper Management of ELDs
- Increase revenues Using The HOS
- Personal Conveyance | Yard Moves
- Agricultural Exemption
- Proper Application of 11, 14, 70 and 30 minute breaks
- Split Sleeper Berth education
- Requirements for HOS supporting documents

REDUCE CRASHES AND SAVE LIVES

- Accident countermeasures
- Insurance Claim Reduction
- Safety Compliance Assurance (Regulatory vs Safety)
- Hazard awareness and observation programs
- Technology & Effective Crash Reduction
- On-boarding strategies for employees
- Improves profitability, mitigates risk and liability

DEVELOPING A JOURNEY MANAGEMENT PROCESS

- Creating a journey management profile
- Determining which controls to use and when
- Road hazard assessments
- Trip management
- Continuous improvement
- Determining effectiveness & reliability

20+ YEARS OF EXPERIENCE



JOHN SEIDL

Vice President of Risk Services

Recognized as the FMCSA Safety Investigator of the Year for two consecutive years, John Seidl is a nationally known DOT & FMCSA expert. He is a 20+ year veteran of the transportation safety community, and he has facilitated countless safety seminars and mock compliance reviews throughout the U.S. John also has extensive law enforcement experience working as the following:

- Wisconsin State Patrol Motor Carrier Inspector
- Federal Aviation Administration (FAA), HAZMAT Specialist
- Member, National Drug/Alcohol Technical Advisory Group
- Member, National ELD team

john.seidl@reliancepartners.com
262.672.0986

DRIVER MEETINGS • SAFETY SEMINARS • COMPLIANCE REVIEWS • DATAQ • RATING UPGRADES

"John has been an instrumental part of our DOT safety compliance program and we feel that having him available to us has certainly been worth the investment. His positive approach to our drivers as it relates to managing and improving CSA Scores has positively impacted our company."

Don Hansen

Safety Director, Veteran's Truck Lines

"John is committed to FMCSA's safety mission in everything that he does. He demonstrates and upholds the essence of teamwork in his work with others at the local, regional and national level, always volunteering to share his knowledge and experience through training, outreach, and assisting on an investigation."

Margie McQueen

Safety Programs Manager, FMCSA

20+ YEARS OF EXPERIENCE



MARK BARLAR

Director of Risk Services

Before joining Reliance, Mark was a 22 year veteran of the Wisconsin State Patrol. Additionally, Mark served as a CVSA certified inspector for more than 20 years, conducting more than 10,000 inspections. Mark is a nationally recognized expert in ELDs and has developed several training programs for ELDs implemented by the FMCSA. Mark is a post-crash inspection expert as well as a forensic electronic control module download technician and has created training programs for interpreting ECM information as it relates to crash dynamics, hours of service, and driver fatigue.

- Nationally recognized expert in ELD's
- Former FMCSA instructor for Part A, Hazardous Material and Cargo tank inspection program
- Post-Crash Inspection inspection expert
- Created training programs for interpreting ECM

mark.barlar@reliancepartners.com
262.336.9123

DRIVER MEETINGS • SAFETY SEMINARS • COMPLIANCE REVIEWS • DATAQ • RATING UPGRADES

Wisconsin State Patrol Commendable Service Award October 2019



"Inspector Barlar held trainings statewide and conducted a training course for every DSP inspector prior to the date of implementation. He created an innovative inspection technique that reduced the amount of time needed from over one hour to less than 15 minutes with a focus on finding hidden service violations.

Inspector Barlar is recognized as an AOBRD and ELD inspection expert not only within the Division, but in the motor carrier industry as well. He has worked with the FMCSA to identify deficient ELD's and has worked with ELD vendors, national CMV insurance providers, FMCSA DOT consultants, and directly with motor carriers. Inspector Barlar's expertise, experience and training has greatly enhanced the Division's ability to enforce FMCSA's hours of service regulations. His training program and expertise has established and improved an efficient inspection process. It has also enhanced the skills and abilities of inspectors reviewing and using these devices to ensure compliance with FMCSA regulations and ultimately removing fatigued and tired CMV drivers from our nation's roadways.

By performing at a level above and beyond the normal job expectations, Inspector Mark Barlar contributed to the efficiency and effectiveness of the division in the performance of his duties. For his exemplary efforts, he is presented the Commendable Service Award."

30+ YEARS OF EXPERIENCE



BRIAN RUNNELS, CDS, TRS

Director of Safety

Brian is a transportation professional with 30 years in the trucking industry. For 19 years Brian drove over 2 million safe miles and spent eight years as a driver trainer. Over the next 5 years he dedicated his career to trucking safety and driver training, including creating and directing an in-house CDL training school for an Indianapolis based trucking company. In 2017, the opportunity to move to the trucking insurance industry arose, where Brian gained experience in Loss Control and Sales.

- Wisconsin Motor Carriers Association Driver of the Month January 2011
- Certified Smith System Instructor
- Developed a driver training program for a 350+ unit carrier in the Midwest
- Focuses on driver orientation and training programs
- Builds safer fleets through driver engagement

brian.runnels@reliancepartners.com
317.665.0741

DRIVER MEETINGS • SAFETY SEMINARS • COMPLIANCE REVIEWS • DATAQ • RATING UPGRADES



FOCUS ON YOUR DESTINATION. LET US WATCH YOUR BACK.

Reliance Partners is America's fastest-growing commercial insurance agency serving the transportation and logistics space.

Let our team help you reduce your overall cost of risk and accelerate your business growth.

learn more at

RELIANCEPARTNERS.COM

call us toll-free at

877.668.1704

connect with us

